

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 07728 121437Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----060073 122112Z /64

R 120831Z SEP 77  
FM AMEMBASSY SEOUL  
TO USDOC WASHDC  
SECSTATE WASHDC 6352

UNCLAS SEOUL 7728

E.O. 11652: N/A  
TAGS: BEXP, KS  
SUBJECT: TRADE OPPORTUNITIES WITH REPUBLIC OF KOREA OFFICE  
OF SUPPLY (OSROK)

1. POST HAS BECOME INCREASINGLY CONCERNED OVER APPARENT DIFFICULTIES OF U.S. FIRMS COMPETING FOR OSROK CONTRACTS. IT SEEMS THAT IN MANY CASES, FIRMS DO NOT HAVE ADEQUATE TIME FOR PREPARATION AND SUBMISSION OF BIDS UNDER EXISTING PROCEDURES.
2. BID DOCUMENTS FOR OSROK CONTRACTS ARE NORMALLY RECEIVED BY THE EMBASSY ABOUT 30-35 DAYS PRIOR TO BID DEADLINE. HOWEVER, TRANSIT TIME TO USDOC AND FINALLY TO POTENTIAL U.S. CONTRACTOR GREATLY REDUCES TIME AVAILABLE FOR ASSESSMENT OF BID NOTICE. A FIRM INTERESTED IN BIDDING, MUST THEN REQUEST COPIES OF BID DOCUMENTS FROM OSROK OFFICE IN SEOUL.
3. DISCUSSIONS WITH OSROK OFFICIALS REVEAL THAT IT NORMALLY TAKES ABOUT ONE WEEK FOR A LETTER TO REACH OSROK FROM THE U.S. REQUESTS FOR BID DOCUMENTS RECEIVED BY LETTER ARE ANSWERED WITHIN THREE DAYS, IF IN OSROK'S OPINION THERE REMAINS A REASONABLE AMOUNT OF TIME BEFORE THE BID DEADLINE, AND IF THE BID DOCUMENTS ARE NOT OVERLY BULKY. THAT IS TO SAY, OSROK IN MANY CASES, DOES NOT RESPOND TO REQUESTS FOR BID DOCUMENTS.

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4. OSROK OFFICIALS CLAIM THAT BID DOCUMENTS FOR OSROK CONTRACTS ARE SENT TO THE PROCUREMENT ATTACHE AT THE KOREAN CONSULATE GENERAL IN NEW YORK. APPARENTLY, BETWEEN 30 AND 70 COPIES ARE SENT FOR EACH TRANSACTION, THE EXACT NUMBER VARYING WITH THE SOURCE OF FUNDING USED. BID DOCUMENTS ARE THEREFORE AVAILABLE IN THE U.S. AND MAY BE OBTAINED BY WRITING TO: PROCUREMENT ATTACHE, CONSULATE GENERAL OF THE REPUBLIC OF KOREA,

460 PARK AVE., NEW YORK, N.Y. 10022.

5. POST RECOMMENDS THAT USDOC CONTACT KOREAN PROCUREMENT OFFICE IN NEW YORK AND VERIFY THAT SUFFICIENT COPIES OF BID DOCUMENTS ARE AVAILABLE THERE. IF ADEQUATE SUPPLY IS AVAILABLE, POST SUGGESTS THAT TOP NOTICES ON ALL OSROK TENDERS LIST KOREAN CONGEN N.Y. AS POINT OF CONTACT FOR BID DOCUMENTS RATHER THAN OSROK OFFICE IN SEOUL. THIS ACTION SHOULD INCREASE CONSIDERABLY THE TIME AVAILABLE TO U.S. FIRMS FOR ASSESSMENT AND PREPARATION OF BIDS. AT PRESENT, JAPANESE FIRMS HAVE GREAT ADVANTAGE DUE TO PROXIMITY.  
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## Message Attributes

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**Channel Indicators:** n/a  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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22 May 2009  
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